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**For Immediate Release:** March 5, 2003

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### ***Kernan Re-Opens Mexico Trade Office***

INDIANAPOLIS — Lt. Governor Joe Kernan today announced the re-opening of the Indiana Department of Commerce's foreign trade office in Mexico, effective immediately.

Closed since July 2002, following the expiration of a previous contract for services, Trade Management Services Inc. has been retained. The office, located in Mexico City, will assist Indiana manufacturers in exporting their products to the Mexican market by offering contacts, research and other management and marketing services.

"Indiana's network of 14 foreign trade offices, located in leading export markets around the world, is a huge asset for Hoosier businesses," said Kernan, who serves as the director of Commerce. "Re-opening this office has been a priority and we are very pleased to have found such a knowledgeable partner in Trade Management Services."

In 2002, Indiana shipped nearly \$2 billion worth of goods Mexico, making it the state's second strongest export destination.

"We are delighted to be able to represent the state of Indiana in Mexico," says Antoinette Allegretti, president of Trade Management Services Inc., (TMS). "The mix of products exported from Indiana is quite complementary to that of our other state clients; we look forward to working with Indiana exporters to help them enter this strategic market."

Working in Mexico for the past nine years, TMS is a private contractor, which also represents the states of Iowa, Kansas and Oregon.

Currently the nation's 12<sup>th</sup> largest exporting state, Indiana maintains trade offices in Australia, Brazil, Canada, Chile, China, India, Israel, Japan, Korea, Mexico, the Netherlands, Singapore, South Africa and Taiwan.

Housed in Commerce's Economic Development Division, the Office of International Trade works to bring Indiana companies and the international marketplace together through export readiness analysis, international market research and agent distributor searches. For more information about International Trade or its programs please call 317.233.3762, or visit the Web site at [www.indianacommerce.com](http://www.indianacommerce.com).